



# North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210

Phone: (704)344-6563 Fax: (704)344-6769

**JUNE, 2004**

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit [www.sba.gov](http://www.sba.gov) and click on 'Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at [cecelia.rolls@sba.gov](mailto:cecelia.rolls@sba.gov).

## **MOST ACTIVE LENDER RANKINGS** **FY 2004 YTD**

**October 1, 2003 – May 31, 2004**

### **LENDERS**

	<b><u>7(a)</u></b>	<b><u>504</u></b>	<b><u>Total</u></b>	<b><u>\$ Amount</u></b> <b><u>Millions</u></b>
<b>Large Banks</b>				
1. Bank of America	180	4	184	\$8.2
2. Capital One	100	0	100	\$4.4
3. Innovative Bank	43	0	43	\$0.3
4. Wachovia Bank	38	2	40	\$16.9
5. First Citizens Bank & Trust Co.	25	9	34	\$7.3
<b>Community Banks</b>				
1. Bank of Granite	37	5	42	\$9.9
2. Surrey Bank & Trust Company	37	0	37	\$5.4
3. Southern Bank & Trust Co.	16	1	17	\$2.4
4. Fidelity Bank	10	2	12	\$2.4
<b>Small Business Lending Companies</b>				
1. CIT Small Business Lending Corporation	27	0	27	\$14.3
2. Self-Help Credit Union	24	0	24	\$1.9
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		21	21	\$11.2
1. Business Expansion Funding Corp. (formerly Charlotte CDC)		20	20	\$9.3
3. Centralina Development Corporation		18	18	\$8.0

## **SBA ANNOUNCES A NEW REPRESENTATIVE FOR WILMINGTON AND EASTERN NORTH CAROLINA**

We are pleased to announce SBA has assigned Arline Brex as its representative to live and work in the Wilmington area to provide a local SBA presence for the small business community. As the new representative Ms. Brex will be an on-site resource for small businesses and lenders in Wilmington and the eastern part of North Carolina.

Wilmington is one of three new offices in the state. The Raleigh area office opened last December and Asheville opened in February.

Arline Brex has worked in SBA Headquarters in Washington, DC serving as Special Assistant to the Deputy Administrator.

Prior to joining SBA, Ms. Brex was a small business owner in the Northwest. She owned and operated three day care centers and four women's clothing boutiques. Her federal experience also includes 15 years working with the Federal Community Services Administration. She is a graduate of the University of Illinois and has an MPA from the University of Dayton.

Arline will be co-located with the **Cape Fear Community Development Center** at

**509 Cornelius Harnett Dr.  
Suite B  
Wilmington, NC 28401  
Phone: 910-202-0494**

This new office will cover the following counties:

Bladen	Craven	Lenoir	Pender
Brunswick	Cumberland	New Hanover	Robeson
Carteret	Duplin	Onslow	Sampson
Columbus	Jones	Pamlico	Wayne

## **NAME CHANGE FOR 504 LENDER IN CHARLOTTE**

The Charlotte Certified Development Corporation, one of eleven Certified Development Companies (CDC) that deliver SBA's 504 Loan Program in North Carolina, has officially changed its name to Business Expansion Funding Corporation (BEFCO).

"Our new name more accurately reflects our mission," says Fred Miller, Executive Director.

The organization was originally founded to serve small businesses in Mecklenburg County. However, recent changes to the SBA's 504 Certified Development Company Program now eliminate boundaries and allow all CDC's to make loans in the entire state of North Carolina, prompting the removal of Charlotte from its name.

The 504 Certified Development Company (CDC) Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as land and buildings. A Certified Development Company is a nonprofit corporation set up for the economic development of its community or region.

For more information, contact Business Expansion Funding Corporation (BEFCO) at 704-442-8145.

Do you have clients looking to finance equipment or real estate? Learn more about SBA's 504 Loan Program and other Certified Development Companies in North Carolina at <http://www.sba.gov/nc/financing.html>.

## **NEW "SBA DAY" IN BOONE**

Advise your clients! SBA Day sessions are now offered on the Second Thursday of each month at the Watauga JobLink Center in Boone. The center is located at 207 Winkler's Creek Road, Suite 1. Appointments can be scheduled during the hours of 10 a.m. to 3 p.m. "SBA Days" can help your clients learn more about SBA programs. To register call 828-265-5385. For a complete list of SBA Days, times and locations, see page 5.

During SBA Days, an SBA representative is available for one-on-one counseling sessions with chamber members and other firms in the area. Each 30 minute counseling session includes:

1. A brief interview
2. A needs assessment for the firm
3. A discussion of relevant SBA programs (usually specifics on a loan program)
4. A referral to local sources of help

## **SBA APPROVES TWO NEW SBAExpress LENDERS IN NORTH CAROLINA**

The U.S. Small Business Administration has approved the Alabama based SouthTrust Bank and North Carolina based Four Oaks Bank & Trust as additional SBAExpress Lenders in the state of North Carolina.

SouthTrust has offices in Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Texas and Virginia.

Four Oaks has offices in Four Oaks, Clayton, Smithfield, Garner, Benson, Fuquay-Varina and Wallace.

SBAExpress provides selected lenders with a 50 percent guaranty on their loans in exchange for the ability to use their own application and documentation forms. This method makes it easier and faster for lenders to provide small business loans. The SBAExpress loan limit has been increased to \$2,000,000.

Interested in becoming an SBAExpress lender? Contact the SBA NC Finance Division at (704) 344-6810. Also, visit [www.sba.gov/financing/lendinvest/sbaexpress.html](http://www.sba.gov/financing/lendinvest/sbaexpress.html).

## **NEW LENDER RANKING LIST**

Want to see how your bank/organization compares with other SBA lenders? We have added a comprehensive year-to-date loan summary by lender at the end of this newsletter. See pages 7-8.

## **LENDERS SBA WEB SITE – “[www.sba.gov/banking](http://www.sba.gov/banking)”**

SBA website contains complete information on all SBA loan programs, all SBA Forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to you as a lender, please let us know.

## **MONTHLY LENDER WORKSHOPS**

Effective May 2004, the NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:15 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington** and **Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

<b>Remaining 2004 Dates</b>	
July 14	October 13
August 11	November 10
September 15	December 15

## **REMINDER: SBA DAYS**

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

<b>Sponsor</b>	<b>Location</b>	<b>Day</b>	<b>Hours</b>	<b>Phone Number</b>
Watauga JobLink Center	Boone	Second Thursday	10 a.m.-3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

## **SUBSCRIBE TO “DISTRICT REVIEW” AT WWW.SBA.GOV**

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## **SUBSCRIBE TO “SBA LENDER UPDATE”**

Lenders may receive “SBA LENDER UPDATE”, a message which will contain breaking news about SBA Lending Programs, via e-mail by signing up on SBA’s LISTSERV.

“SBA LENDER UPDATE” is used to broadcast late breaking news regarding the Agency’s lending programs. SBA does not send SPAM (i.e., unsolicited mass e-mails), therefore LISTSERV allows people to **voluntarily** subscribe to receive agency e-mail.

To subscribe simply go to the following LISTSERV web site:  
<http://www.sba.gov/banking/listserv.html>.

Subscribers will receive an e-mail confirmation, which they must respond to within 48 hours. This precautionary measure ensures that someone else did not subscribe for them and that they truly want to receive the information.

## **NC DISTRICT OFFICE LENDER CONTACTS**

David Dillworth	(704) 344-6578	david.dillworth@sba.gov
Gary Borchardt	(704) 344-6377	gary.borchardt@sba.gov
Karen Hoskins	(704) 344-6381	karen.hoskins@sba.gov
Thomas Neal	(704) 344-6577	thomas.neal@sba.gov
Cecelia Rolls	(704) 344-6810	cecelia.rolls@sba.gov

## **ASHEVILLE & WESTERN NC**

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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## **RALEIGH/DURHAM & NORTHEASTERN NC**

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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## **WILMINGTON & EASTERN NC**

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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**SBA North Carolina District Loan Approvals October 1, 2003 - May 31, 2004**

**504**

	<b>7(a)</b>	<b>Particip.</b>	<b>Total</b>	<b>Total \$ Amount</b>
Bank of America	180	4	184	\$ 8,237,500
Capital One Savings Bank	100	0	100	\$ 4,430,000
Innovative Bank	43	0	43	\$ 300,000
Wachovia	38	2	40	\$ 16,986,400
Bank of Granite	37	5	42	\$ 9,973,500
Surrey Bank	37	0	37	\$ 5,492,800
CIT	27	0	27	\$ 1,451,400
First Citizens Bank	25	9	34	\$ 7,342,225
Self-Help Credit Union	24	0	24	\$ 1,995,600
BB&T	18	7	25	\$ 9,429,500
Southern Bank & Trust	16	1	17	\$ 2,067,450
Fidelity Bank	10	2	12	\$ 2,465,200
SouthTrust Bank	10	2	12	\$ 1,840,100
Bank of Stanly	11	0	11	\$ 1,225,100
Comerica	11	0	11	\$ 4,077,600
Goleta	11	0	11	\$ 2,215,800
Sound Banking Co	9	0	9	\$ 867,500
Business Loan Center	8	0	8	\$ 5,674,000
First National Bank of Shelby	7	2	9	\$ 1,429,750
Capital Bank	5	1	6	\$ 5,674,000
Carolina Bank	5	0	5	\$ 1,304,000
CNL	5	0	5	\$ 2,156,200
Bank of the Carolinas	4	0	4	\$ 390,000
California Bank	4	0	4	\$ 612,500
Four Oaks Bank	4	0	4	\$ 659,600
Central Carolina Bank	3	6	9	\$ 4,041,500
Community South	3	0	3	\$ 3,248,000
First Community Bank	3	0	3	\$ 765,000
First South Bank	3	0	3	\$ 1,400,000
Independence	3	0	3	\$ 308,000
Coastal Federal Bank	3	0	3	\$ 205,000
Cardinal State Bank	2	0	2	\$ 210,000
GE Capital	2	6	8	\$ 4,455,200
Scottish Bank	2	1	3	\$ 516,500
First Bank	2	0	2	\$ 276,000
First Gaston Bank	2	0	2	\$ 480,000
First National Bank & Trust	2	0	2	\$ 670,000
New Century Bank	2	0	2	\$ 825,000
Southern Community B & T	2	0	2	\$ 300,000
SunTrust	2	0	2	\$ 1,372,500
East Carolina	2	0	2	\$ 375,000
Unizan	2	0	2	\$ 2,666,000
Catawba Valley Bank	1	0	1	\$ 205,000
Coastal Federal CU	1	0	1	\$ 60,000
FNB Southeast	1	1	2	\$ 517,000
Macon Bank	1	0	1	\$ 125,000
Mechanics & Farmers Bank	1	0	1	\$ 76,500
Mutual Community Bank	1	0	1	\$ 150,000
Peoples Bank	1	0	1	\$ 500,000
Piedmont Bank	1	0	1	\$ 150,000
Pitney Bowes	1	0	1	\$ 1,265,000

